

**PENN STATE UNIVERSITY**  
**LEADING WITH IMPACT: LINKING PEOPLE, STRATEGY, RESULTS**

NASA will provide up to two participants each year for this one-week program at Penn State University in State College, Pennsylvania.

**Who Should Attend**

The Leading with Impact program is designed for upper-middle and senior-level executives at the corporate, group, division, and plant levels. Those who benefit most from this program are general managers and executives at or near the top of their functional areas. Participants typically have at least eight years management experience at middle-level or above.

**Program Highlights**

- Assess market opportunities and develop effective strategies;
- Develop the appropriate focus and capabilities in the organization;
- Build necessary systems to compete;
- Leverage financial and human resources to achieve success;
- Make business decisions that enhance the financial performance of your organization;
- Evaluate performance consistently with financial market metrics; and
- Lead in a changing global environment

**Offerings:** Twice annually, one-week session

**Contact:** Jeffrey L. Spearly, Managing Director  
Penn State Executive Programs  
409 Business Administration Building  
University Park, PA 16802-3004  
Toll Free in U.S.: 800-311-6364  
Fax: 814-865-3372  
E-mail: [psep@psu.edu](mailto:psep@psu.edu); [Chl2@psu.edu](mailto:Chl2@psu.edu)  
Web site: [www.smeal.psu.edu/psep](http://www.smeal.psu.edu/psep)

**Telephone:** 814-865-3435

**Program Dates:** Mar 14 - 19 and Sept 12 - 17, 2004

**Cost:** \$6,500 - 2004 (Includes tuition, lodging, meals, books, materials, and lodging the night before the program begins.)

**Application Deadline:** One-month prior to start of program